

Workshops for Small Business  
Offered by SCORE “Counselors to America’s Small Business”  
and sponsored by U.S. Small Business Administration  
SBA Number: 06-SC-139

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## **Orange County**

11/07/06 Tuesday

Marketing and Promotion – Finding Your Niche, workshop, 7:00 a.m. – 10:00 a.m., Community Room, Yorba Linda Public Library, 18181 Imperial Hwy., Yorba Linda. Sponsors: SCORE “Counselors to America’s Small Business”/U.S. Small Business Administration/Yorba Linda Public Library/Yorba Linda Chamber of Commerce. Free  
Reservations: [www.yorbabiz.com](http://www.yorbabiz.com), Yorba Linda Library Adult Services Desk or at (714) 777-2873, ext. 6.

11/07/06 Tuesday

Selling Techniques That Work, workshop, 9:00 a.m. – 12:00 noon, National University, 3390 Harbor Blvd., Costa Mesa. Sponsor: SCORE “Counselors to America’s Small Business”/U.S. Small Business Administration. \$30 with on-line pre-registration; at the door add \$10.  
Reservations: [www.score114.org](http://www.score114.org) or call (714) 550-7369

11/09/06 Thursday

Wow The Customer With Service, workshop, 6:00 p.m. – 9:00 p.m., Osborne Auditorium, Fullerton Public Library, 353 W. Commonwealth Ave., Fullerton. Sponsors: SCORE “Counselors to America’s Small Business”/U.S. Small Business Administration/Fullerton Public Library/Fullerton Chamber of Commerce. Free  
Reservations: [www.fullertonlibrary.org](http://www.fullertonlibrary.org) or call (714) 738-6237

11/09/06 Thursday

Networking – A Critical Skill, workshop, 6:00 p.m. – 9:00 p.m., Tustin Branch of the Orange County Public Library, 345 E. Main St., Tustin. Sponsors: SCORE “Counselors to America’s Small Business”/U.S. Small Business Administration/Orange County Public Library. Free  
Reservations: call (714) 544-7725 or register at the library Information Desk

11/14/06 Tuesday

Selling Techniques That Work, workshop, 6:00 p.m. – 9:00 p.m., Saddleback Room, Mission Viejo City Hall, 200 Civic Center, Mission Viejo. Sponsors: SCORE “Counselors to America’s Small Business”/U.S. Small Business Administration/City of Mission Viejo. \$30 with on-line pre-registration; at the door add \$10.  
Reservations: [www.score114.org](http://www.score114.org)

11/14/06 Tuesday

Selling Techniques That Work, workshop, 6:00 p.m. – 9:00 p.m., Community Room, Westminster Branch of the Orange County Public Library, 8180 13<sup>th</sup> St., Westminster. Sponsors: SCORE “Counselors to America’s Small Business”/U.S. Small Business Administration/Orange County Public Library. Free  
Reservations: call (714) 893-5057 or register through the library Information Desk

11/14/06 Tuesday

Developing a Winning Business Plan – Simplified, workshop, 9:00 a.m. – 12:00 noon, National University, 3390 Harbor Blvd., Costa Mesa. Sponsor: SCORE “Counselors to America’s Small Business”/U.S. Small Business Administration. \$30 with on-line pre-registration; at the door add \$10.  
Reservations: [www.score114.org](http://www.score114.org) or call (714) 550-7369

11/16/06 Thursday

What’s the Business Worth – Valuation Techniques, 6:00 p.m. – 9:00 p.m., Osborne Auditorium, Fullerton Public Library, 353 W. Commonwealth Ave., Fullerton. Sponsors: SCORE “Counselors to America’s Small Business”/U.S. Small Business Administration/Fullerton Public Library/Fullerton Chamber of Commerce. Free  
Reservations: [www.fullertonlibrary.org](http://www.fullertonlibrary.org) or call (714) 738-6237

11/18/06 Saturday

“Be Your Own Boss” Full-Day Saturday Workshop, workshop, 8:30 a.m. – 4:00 p.m., National University, 3390 Harbor Blvd., Costa Mesa. Sponsor: SCORE “Counselors to America’s Small Business”/U.S. Small Business Administration. \$40 with on-line pre-registration; at the door add \$10.  
Reservations: [www.score114.org](http://www.score114.org)

11/21/06 Tuesday

Marketing and Promotion – Finding Your Niche, workshop, 9:00 a.m. – 12:00 noon, National University, 3390 Harbor Blvd., Costa Mesa. Sponsor: SCORE “Counselors to America’s Small Business”/U.S. Small Business Administration. \$30 with on-line pre-registration; at the door add \$10.  
Reservations: [www.score114.org](http://www.score114.org) or call (714) 550-7369

11/28/06 Tuesday

Start-Up Capital & Financing Opportunities, workshop, 9:00 a.m. – 12:00 noon, National University, 3390 Harbor Blvd., Costa Mesa. Sponsor: SCORE “Counselors to America’s Small Business”/U.S. Small Business Administration. \$30 with on-line pre-registration; at the door add \$10.  
Reservations: [www.score114.org](http://www.score114.org) or call (714) 550-7369

All SCORE programs and services are extended to the public on a non-discriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested two weeks in advance. Contact the U.S. Small Business Administration at (714) 560-7455.